



We are currently looking for: Membership Marketing Coordinator

The Greater Florence Chamber of Commerce is dedicated to promoting growth and economic development, advocating for sound public policy, and serving our members with outstanding programs and benefits. GFCC is the premier advocate of the region's business community, representing members across Pinal County and Phoenix Valley.

Job Description:

The Membership Marketing Coordinator works in partnership with the Executive Director to recruit and retain members for the chamber, helps to promote chamber events and activities, and aides in raising sponsorships through networking, community outreach, and lead generation. The Membership Marketing Coordinator sells by communicating the Chamber's value proposition and emphasis through programs and activities. The Membership Marketing Coordinator will increase our market penetration in the Greater Florence region through a mix of both inside and outside sales. The successful candidate will be an experienced and highly motivated self-starter who is a born hunter. He/She must be able to develop and maintain a robust prospect pipeline, understand the needs of potential members, propose the appropriate membership level, and close the sale.

Anticipated Start Date: January 2015

Must-Have Sales Skills:

- Cold Calling: This position is 80% inside/outside sales and 100% new business development
- Prospecting: A successful candidate will generate his/her own leads every week
- Qualifying Leads: Finding the decision maker and overcoming objections are essential to success
- Develop and maintain an active prospect database & lead pipeline
- Achieve and surpass set quotas and goals
- Develop strategies and plans to achieve goals
- Attend, assist and represent GFCC at networking functions, receptions, business expos

Qualifications:

- Minimum 2 to 4 years sales experience
- Demonstrated record of recent success selling a service
- Proven experience prospecting and generating leads
- Proven ability to exceed goals



- Highly effective communication skills
- A problem solver with consultative selling experience
- Ability to handle multiple projects concurrently
- Proposal experience, strong business writing skills
- Enthusiasm and team spirit
- Highly motivated with marketing know-how
- Possess excellent interpersonal/written/oral/presentation skills
- Proficiency in the use of Internet, Social Media and Microsoft Office tools (Word, Excel, and PowerPoint)

Base salary PLUS aggressive monthly commissions

Anticipated Start Date: January 2015

Please send your Cover Letter + C.V. to florencechamber@gmail.com indicating Reference
No phone calls please.